

Message Text

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12

ACTION EB-07

INFO OCT-01 EA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-05 NSAE-00 RSC-01 FAA-00 L-02 IO-10 /034 W

----- 102070

R 060511Z DEC 74

FM AMCONSUL MELBOURNE

TO SECSTATE WASHDC 2480

INFO AMEMBASSY CANBERRA

LIMITED OFFICIAL USE MELBOURNE 1438

E.O. 11652: N/A

TAGS: EAIR, AS

SUBJECT: CIVAIR: NOTIFICATION OF NEW EXCURSION AIR FARES
BETWEEN AUSTRALIA AND EAST ASIA

1. PAN AMERICAN MANAGING DIRECTOR HAS TELEXED CONGEN
CONCERNING NEW NON IATA FARES BETWEEN QANTAS AND SEVEN
OTHER INTERNATIONAL AIR CARRIERS COVERING EXCURSIONS
BETWEEN AUSTRALIA AND EAST ASIA, EFFECTIVE JANUARY 1, 1975.
(CONGEN HAS AIR POUCHED NEWSPAPER CLIPPINGS ON AIR FARES,
BUT AUSTRALIAN MAIL STRIKE HAS PREVENTED POUCH FROM BEING
SENT.) THE FOLLOWING TEXT IS SENT IN ORDER TO KEEP DEPARTMENT
CURRENT ABOUT A SITUATION WHICH MIGHT POSSIBLY DEVELOP INTO
ANOTHER POINT OF CONFLICT: QUOTE AS DISCUSSED EYE ADVISE ON
DEC02 QF RELEASED DETAILS NEW NON IATA
AGREEMENT BETWEEN QF/AI/BA/XC/MH/PR/SQ/TG WITHIN AREA 3 COVERING
EXCURSION FARES 14/28 AUSTRALIA/ASIA EFFECTIVE JANUARY 1975
WITH APPROX DISCOUNT BETWEEN 30 TO 40 PCT FROM NORMAL 36 45 FARES.
MAIN DETAILS ARE:

1. NO STOPOVERS.
2. NO TRANSFERS BUT INCLUDE SOME SPECIAL LOW ADD ON FARES
EXCLUSIVE TO ABOVE CARRIERS.

3. BLV FARES ONLY APPLICABLE TO ABOVE CARRIERS BUT WILAD
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4. DESTINATIONS FROM SYD ARE BKK/HKG/KUL/MNL/SIN/BOM/MAA.

T MAIN THRUST THESE FARES IS TO PROVIDE SUCH ATTRACTIVE LOW FARES
TO ASIAN POINTS THAT WE CAN EXPECT INCREASED DIVERSION
OUR VACATION/BUSINESS MARKET WHICH PREVIOUSLY DILUTED BY ITC
PROGRAM.

6. THIS CONTINUES QF THRUST TO SECURE AND CONTROL MAXIMUM THIRD
FOURTH FREEDOM TRAFFIC BY UTILIZING SELECTIVE FARE STRUCTURE TO
INFLUENCE DEMAND AND HAS GREATLY EMACIATED LOCAL IATA FARE
STRUCTURE. PRESS NOTICE STATED GA/JL NOT AGREEABLE ENTER PROGRAM
AT MOMENT.

7. ATG MEL HAVE NOW ADVISED THAT DOT WILL BE SENDING OUT CIRCULAR
ON THESE FARES AND WILL QUOTE CIRCULARIZE ALL AIRLINES
INVITING THEM TO SEEK APPROVAL TO APPLY THESE FARES UNQTE.
IN OUR CASE WE EXPECT THIS WILL MEAN SYD HKG AND HKG/BKK AND
BKK/DEL BKK/HKG HKG/DEL.

8. FORWARDING QANTAS TARIFF NOTICE P/22/74 TODAY.
UNQUOTE
BRAND

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Message Attributes

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Disposition Authority: izenbei0
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